Leo

寄件者:

"IRENE-LUISA TORRES" < jambi_face@yahoo.com>

收件者:

<lynn.wong@goddess-hk.com>
2003年9月29日 下午 12:26

傳送日期: 主旨:

9/28/03 RE: The Bay Bridge & other issues & DEVELOPMENT

9/28/03

DEAR LYNN,

THANKS FOR YOUR REPLY....YOU MUST HAVE BEEN UP VERY LATE! ANYWAY PLS NOTE MY RESPONSES NEXT TO YOURS. I JUST WANT TO ALSO LET YOU KNOW SOMETHING VERY INTERESTING THAT I DISCOVERED...

I HAD SOME APPTS IN THE CITY ON THUR & FRIDAY SO I ALSO WENT TO SHOP THE STORES. I WENT TO LORD & TAYLOR'S AND SAW ONLY 1 STYLE FROM LAURA ASHLEY -- THE MICRO CHENILLE CLOSED TOE LOW PLATFORM. WHAT SHOCKED ME IS THAT ONLY 2 PAIRS OF YOUR PRODUCTION WERE LEFT AND THE REST WERE ROOTS (THE MATERIAL WAS VERY POOR QUALITY MICRO CHEN)---I CALLED RAY AS THIS HAD TO HAVE BEEN DONE TOWARDS THE END OF MY STAY AT PARIS... I KNOW THAT THEY HAD SENT OUT YOUR SMPLS TO HIM BUT I DID NOT KNOW THAT THEY HAD GIVEN ORDERS TO HIM BECAUSE RAY CAN'T RUN ANY REPORTS HE SAID ITS POSSIBLE THAT IT COULD HAE GONE PAST HIM TO ONE OF HIS PEOPLE. RAY ALSO TOLD ME THAT FOR SPRING HE NOW GOT A FEW ORDERS FOR THESE MICRO CEHN STYLES AND MICAHEL HAS MADE HIM PASS THEM TO ROOTS.... NONE THE LESS JOHN EASTER CALLED ME YESTERDAY AND HE TOLD ME THAT ALL YOUR MICRO CHEN WAS COUNTERED FOR SPRING AND THAT IS WHAT IS NOW IN THE SHOWROOM. HE TOLD ME THAT THEY HAVE BEEN TRYING TO KNOCK OFF YOUR LOOP SHAG, BUT SO FAR NO LUCK... HE SAID ROOTS TRIED BUT IT WAS VERY BAD LOOKING....HE SAID THEY GOT SMPLS FROM SOMEONE ELSE. BUT HE DOES NOT KNOW WHO'S SMPLS THEY ARE AND NEITHER DOES FERNANDO. THESE ALSO DON'T SEEM TO BE ANY GOOD THAT IS WHY MICAHEL HAD HIM PASS THE DEVELOPMENT TO YOU AGAIN. IT SEEMS HE NOW HAS PARIS ASIA LOOKING FOR THE MATERIAL... I WAS ALSO TOLD THAT IT SEEMS YOUR VELVET STYLES (THE STAPLE STYLES FROM LAST YEAR) HAVE ALSO BEEN SENT OUT TO OTHER FTYS.) PLEASE BE CAREFUL THAT YOUR FTY NOT LET PARIS ASIA PEOPLE IN. PLS ALSO BE CAREFUL OF GIVING HIM SMPLS FOR THIS SEASON AS HE IS ONCE AGAIN UP TO NO GOOD. PETER IS NOW IN ASIA.

MY ANSWERS AS BELOW IN CAPS AND W/DATE OF 9/28/03:

- --- Lynn Wong <lynn.wong@goddess-hk.com> wrote:
- > Dear Irene.
- >
- > The show is fair show and as usual, we did have
- > different customers
- > interested in our collection. However, price is

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- > always the issue.
- > Anyway, we are focus on better high end customers
- > and build up our
- > reputation on the slippers industry.

9/28/03 FROM IRENE: NOTED AND YES, I THINK THE HIGHER END HAS POTENTIAL FOR SURE, BUT IN THE STATES IT WILL NOT HOLD THE MAGNITUDE OF THE "REG MODERATE SIDE" (WHICH THESE DAYS ARE REALLY GOOD QUALITY AT A CHEAP PRICE). I WILL TELL YOU MY PLAN WHEN WE MEET. I AM DEFINATELY GOING TO WORK ON DEVELOPING OUT THE BETTER END THIS IS VERY MUCH A PART OF MY PLAN!!!

- > Yes, your information is correct. The SARS mainly
- > happen at the high
- > density population area. Eight units in one floor,
- > 20-30 floors at one
- > block, over 10 blocks at one complex. You can image
- > how close people
- > live together. The Metropole Hotel was the source
- > finding place. Also,
- > Amoy Garden was perfect example and was found over
- > 200 cases from one
- > block and the resident need to evacuate & isolate to
- > other place over
- > night. You can image how serious at that time. This
- > is the reason
- > William sent us to Australia.

9/28/03 FROM IRENE: NOTED AND THANKS FOR THE INFO, I HAVE BEEN MADE TO FEEL LIKE I AM PARONOID AND ACTING RIDICULOUS BECAUSE I REFUSE TO STAY IN THAT METROPOLE HOTEL....

- > We all live in New Territory and much "safer" than
- > down town. So far,
- > touch wood; we don't have any case happen in our
- > area.

9/28/03 FORM IRENE: THIS IS GOOD KNOCK ON WOOD. I WOULD IMAGINE THAT LESS PEOPLE COMIGN FROM CHINA WILL STAY THERE --- THYE WILL PROBABLY BE MORE LIKELY TO STAY IN MID TOWN AREAS.

- > Anyway, I went to the Bay Bridge this evening and
- > have inspected the
- > room. The studio is just same size as normal hotel
- > room. The suite is
- > much better and all units are facing the water, of
- > course with a little
- > kitchen. I have mentioned to the sales person about
- > your case and she
- > said they count the monthly rate based on your check
- > in date which is
- > fantastic! They have a room available at 3rd floor
- > (non-smoking floor)
- > for after 10/19. Please kindly re-confirm your date
- > as they need us to

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- > pay one month deposit & one month rent to reserve
- > the room before move
- > in. They do need us to sign the lease contract and
- > the date is unable
- > to change. They are not hotel and do not have this
- > flexibility.
- 9/28/03 FROM IRENE: NOTED AND IT SOUNDS GREAT! THANKS FOR REMEMBERING NON-SMOKING FLOOR. I TOTALLY FORGOT THIS IMPORTANT ISSUE. PLS KINDLY ADV ME IF THE ROOM WILL BE AVAILABLE ON THE 19TH OF OCTOBER AS I MUST BACK OUT IN ORDER TO MAKE MY PLANE RESERVATIONS. I KEEP CHANGING MY DATES FOR AVAILABILITY W/THIS LADY AT CHINA AIRLINES AND SHE IS GIVING ME A HARD TIME. I DON'T WANT TO ASK ANY QUESTIONS UNLESS I CAN SAY FOR SURE. IF THE ROOM IS OK FOR 10/18 THEN I WILL LOOK TO LEAVE 10/16, IF ITS AVAILABLE FOR 10/19 I WILL LOOK TO LEAVE 10/17 ETC. I WOULD LIKE TO ARRIVE ON THE WEEK END SO I COULD BEGIN WORKING ON MONDAY OR ATLEST GOING TO THE MARKET....ETC... PLS KINDLY LET ME KNOW OVERNIGHT SO I CAN CHASE THIS LADY DOWN.
- Once you have confirmed your ticket with China
- > Airline, please kindly
- > inform us your arrival date and then I can confirm
- > with them and sign
- > the contract right away.

- > The Bay Bridge does have telephone line and you can
- > use it for internet
- > access, of course, it is not a broadband, but it is
- > free of charge.

9/28/03 FROM IRENE: THIS IS OK! I CAN DO FINE WITH A BTI SLOWER FOR NO CHARGE!!!

To use their business centre, they charge HK\$25 per 30 minutes and it is broadband internet access. As mentioned before, you can use one of our > lines from office to down load your email. 9/28/03 FROM IRENE: NOTED CHARGES FOR BROADBAND. BUT IT IS OK, I DON'T HAVE A PROBLEM WITH WORKING IN YOUR OFFICE ...

- > Fernando is sending the development sheets and
- > mainly is the basic
- > styles for Loop shag chenille and micro chenille. It
- > seems that only their people from HK office will come to our office this time. Anyway,
- > just wait and see.

9/28/03 FROM IRENE: NOTED AND THANKS FOR ADV'G ME. YOU WILL HAVE ALREADY READ MY OPENING POINT ABOVE. IN MY OPINION, THEY ARE ASKING FOR MICRO CHEN SMPLS FROM YOU AS THEY KNOW MR SATOH WILL NEVER SEND ON TIME. OR HE WILL SAY THAT THE MINIMUM FOR SMPLG IS TOO HIGH, BUT WILL MAKE FOR PRODUCTION ONLY. AS I JUST LEARNED FROM JOHN THAT THEY NOW HAVE HIS SPRING

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CONFIDENTIAL PVL 01420 SMPLS I DOUBT HE WILL WANT TO MAKE MORE MATERIAL FOR WINTER, MICAHEL OF COURSE WANTS TO MAKE SURE HE GETS SMPLS FROM SOME ONE, SO THIS IS WHY YOU ARE ALSO GETTING THE DEVELOPMENT. SHAG LOOP - YOU HV ALREADY READ MY FINDING... BE CAREFUL..

9/28/03 -- NEW QUESTIONS / NEW POINTS

- 1) I AM TRYING TO GET OUT THE STARLET SMPLG MATERIAL FOR MY HIGHER END SMPLS BUT I AM TRYING TO WAIT FOR SOME NEW COLORS. IF TIME GETS SHORT I WILL HAVE TO SEND OUT B/4 THE NEW ONES COME.
- 2) I NEED YOUR HELP TO REMEMBER THE BETTA STYLE THAT YOU DID THT WAS GARMENT SUEDE UPPER W/POINTED TOE AND GARMENT LEATHER LINING. THE COLOR WAS A PALE YELLOW AND UPPER HAD YELLOW MATCHING IRRIDECENT BEADING IN THE OUTLINE OF FLOWERS ON THE VAMP. YOU GAVE ME A PAIR WHEN I WAS THERE IN THE WINTER. YOU ALSO MADE THE SAME SLIPPER FOR ONE OF YOUR EURO-CUSTOMERS BUT THE UPPER WAS MICRO SUEDE W/MATCHING LEATHER LINING. YOU ALOS GAVE ME A PAIR OF THIS ONE AS WELL. WHEN I WAS THERE YOU HAD ALL THE CTNS ON PALATES IN YOU OFFICE -- BEADING WAS THE SAEM PATTERN ON THE UPPER. OF COURSE MATCHING THE UPPER COLOR. I HAD USED THE BODY TO MAKE MY STARLET UPPER ONE W/SILVER EMBRD AND LEATHER LINING FOR LAST SEASON -REFER TO BB STYLE S2778LA (BBS10128LA, S/O34345B, SSS6317L) FOR BODY REFERENCE.
- 3) PLS ASK WILLIAM IF THE "BETTA" BRAND CAN BE USED IN THE USA. I KNOW I HAVE ALREADY E-MAILED HIM A LONG TIME AGO AND IT WAS IN THE WORKS. THE REASON I ASK IS IF IT IS, THEN I WOULD ASK YOU IF I CAN USE IT FOR MY LINE. I DON'T HAVE A BRAND YET AND WOULD LIKE TO HAVE PACKAING IN THE SHOW ROOM AND OF COURSE HAVE EVERYTHING PACKAGED AS IT LOOKS BETTER..... IF IS IS ALSO POSSIBLE, PLS ALSO ADV IF THE COLOR OF YELLOW HAS TO REMAIN????? I WOULD NEED TO KNOW ALL PARTICULARS SO I COULD BEGIN TO WORK ON PACKAGING B/4 I COME OVER.

WE WILL ALSO HAVE TO THINK ABOUT A CLOTH COVERED OUTSOLE AND A PATTERN....AGAIN DOES BETTA HAVE ANY PARAMETERS????

4) RE YOUR BETTER STYLES MADE OUT OF SUEDE AND LEATHER.

PLS ADV IF YOU HV ANY NEW ONES THAT I COULD SEE. WILLIAM SENT ME THE ONES FORM LAST YEAR AND I WILL CHOOSE SOME OF THOSE TOMO AND E-MAIL HIM ON GETTING THOSE IN THE WORKS. FOR THE BOUTIQUE END OF THE BUSINESS I WILL USE MY OWN NAME AND HV ALREDY BEGUN WORKING ON THE PACKAING AND THE LABEL. (I AM GETTING HELP FROM A GUY NAMED ARNELL -- HE WORKED WITH ME AT WIESNER YEARS AGO. HE QUIT BECAUSE HE COULD NOT WORK

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5) I AM CREATING A NEW LINE CALLED "TECHNO-SOLES" - "
THE ANY TIME, ANY WHERE SLIPPER OF PURE COMFORT! "
----what do you think???????!!!!!!

BASICALLY IT WILL BE A SLIPPER WITH TPR BOTTOM (SIDE STITCH OR STITCH AND TURN) AND THERE WILL BE A REMOVABLE GEL INSOLE. THE SLIPPER WILL BE CONSTRUCTED SO THAT A THIN LAYER OF EPE WILL BE PLACED IN THE OUTSOLE AND THE "UNDERSOCK" WILL BE WHAT EVER THE UPPER LINING IS OR NYLEX. THIS WAY THERE IS SOME PADDING BETWEEN THE OUTSOLE AND THE SOCK. THERE WILL BE A SHAPED IN SOLE WITH GEL POCKETS (YOU KNOW THAT STUFF THAT GOES INTO THE EYE MASKS THAT YOU CHILL IN THE REFRIDGERATOR. THE SHAPE OF THE REMOVABLE GEL INSOLE MUST BE THE SHAPE OF THE OUTSOLE (MY STANDARD) THE UPPERS MOST LIKELY WILL HAVE TO BE RE SZ'D TO ACCOMADATE THE ADDITIONAL BULK, THE BOTTOMS OF THE OUTSOLE MUST ALSO HAVE A TEXTURED PATTERN TO BE MORE LIKE AN OUTSIDE TYPE BTM. THE SIDE STITCH FOR ME IS EASIEST TO WORK THIS CONCEPT. PLS ADVISE IF YOU THINK YOU COULD HANDLE THE SIDE STITCH MOLDS IN YOUR OUTSOLE MACHINES. I WILL DISCUSS WITH WILLIAM WHEN I GET THERE IF YOU CAN DO ALSO AS I KNOW THIS IS REALLY NOT YOUR STRENGTH DO YOU THINK YOU CAN MAKE???? I WILL BRING SOME SMPLS W/ME. THE OTHER THING WOULD BE GETTING THE GEL INSOLE MADE ----COULD YOU ASK WILLIAM TO START LOOKING FOR THESE NOW. THE ITEM WILL DEFINATELY BE NEEDED FOR JAN MARKET AS I DON'T HAVE A LICENSE AND THIS WILL BE A NEW ITEM WITH A NAME (I WILL FILE FOR THE REGISTRATION OF THE CONCEPT AND THE NAME, HERE). ITS A NEW THING AND JUST WHAT THE MARKET IS LOOKING FOR. I CAN TELL YOU THAT DEERFOAMS DID SOEMTHING W/ A REMOVABLE SOCK AND THIS NEW STYLE SEEMS TO BE DOING EXTREMELY WELL...MINE HAS TO BE BETTER AND MORE CREATIVE!!! ANYWAY I WAIT FOR YOUR COMMENTS....

6) MY OUTSOLE PATTERN
I HV NOT SENT IT YET AS I HV TO SCAN IT ANDI DON'T HV
A SCANNER AND ITS IN A BOOK. I WILL SEE IF I CAN GO
SOME WHERE TO PLAY WITH COPYING IT AND WILL KEEP YOU
POSTED.

7) COLOR PALATES:

STILL WORKING ON THEM...SORRY BUT I HAVE TO GO "AROUND ABOUT WAY" TO GET THE COLORS FROM SOMEONE I KNOW SO AS NOT TO HAVE TO PAY ABOUT \$10,000 USD. RIGHT NOW SHE IS IN EUROPE AND WILL BE BACK THIS WEEK. SORRY BUT I AM WORKING AS HARD AND FAST AS I CAN.....

8) RE STAPLE STYLES AND MATERIALS: A. LOOP SHAG -DEFINATELY! CLASSIC BODIES AS I HAVE DONE IN THE PAST.

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- 1. ANY NEW OR DIFFERENT SHAG MATERIAL????? PERHAPS IN PATTERNS?????
- B. MICRO CHENILLE DEFINATELY!! CLASSIC BODIES AS I DID LAST WINTER INCLDUING THE BOOTIE --- I WILL OF COURSE USE SOME SORT OF BOTTON CLOSURE (BUTTONS ARE BIG THIS WINTER ALSO)
- 9) RE VELVET AND HANGUK I CALLED MR LEE TO SEE WHAT WAS GONG ON AND HE WAS SAD TO INFORM ME THAT KOREA HAS CLOSED DOWN THEIR OFFICE IN NY, DUE TO THE BIG LOOSE OF MONEY THAT THEY AHD LAST YEAR W/BB. HE SAID THAT I WOULD HV TO WORK WITH THE MLL DIRECTLY. HE ALSO ADV'DME THAT IT SEEMS THAT MICAHEL AND REBECCA WENT DIRECTLY TO THE MILL TO WORK. HE DOES NOT KNOW HOW THIS WILL TURN OUT BUT CAN'T BE OF ANY FURTHER ASSISTANCE. I GUESS THIS WOULD MEAN THAT WE WILL HAVE TO WORK WITH YOUR MAKER IN KOREA OR HANGUK---- I GUESS YOU WOUOLD RATHER GOT TO YOUR SUPPLIER. I WILL TRY TO GET THE COLORS AS SOON AS I CANCOULD YOU ALSO START TO LOOK FOR EMBOSSED VELVETS AND A FEW PRINTED VELVETS. WE WILL NEED TO CO-ORDINATE THE SOLIDS WITH THE BURNOUTS. EMBOSSED ETC. PERHAPS IF YOU HAVE ANY LEFT FROM WHAT I DID LAST YEAR OR THE YEAR B/4 YOU COULD SHOW YOUR SUPPLER????? I CAN ALSO SPEAK TO FLICKER TO SEE IF THEY WOULD TAKE PART OF THE SMPL'G MATERIAL FROM YOU FOR THE VELVETS????

PLS LET ME KNOW YOU COMMENTS ON ANYTHING!!!
THANKS AND RGRDS IRENE-LUISA

>	Thank	cs for	sharing	the	inform	nation
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> Kind regards,

> Lynn